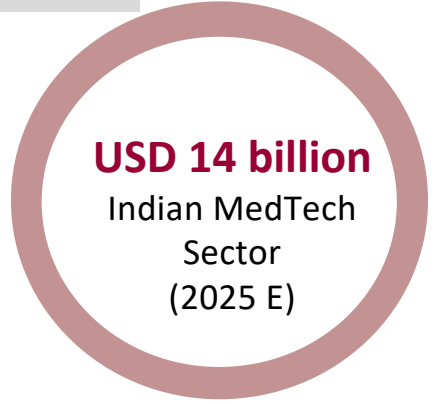
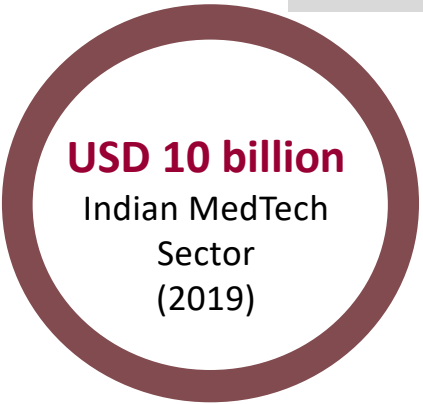


Opportunities in the Indian Medical Technology Sector

May 2020

INDIAN MEDICAL DEVICES INDUSTRY: OVERVIEW

Market Size



Source: Biospectrum, US-DoC



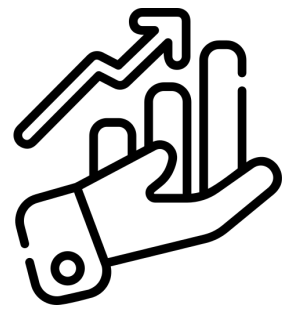
India is an import driven market for both - raw material and finished products



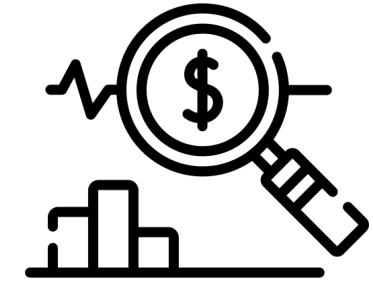
80%
Medial devices used in India are imported



15%
of India's medical device imports comes from the USA



Sales Potential
USD 13.9 billion

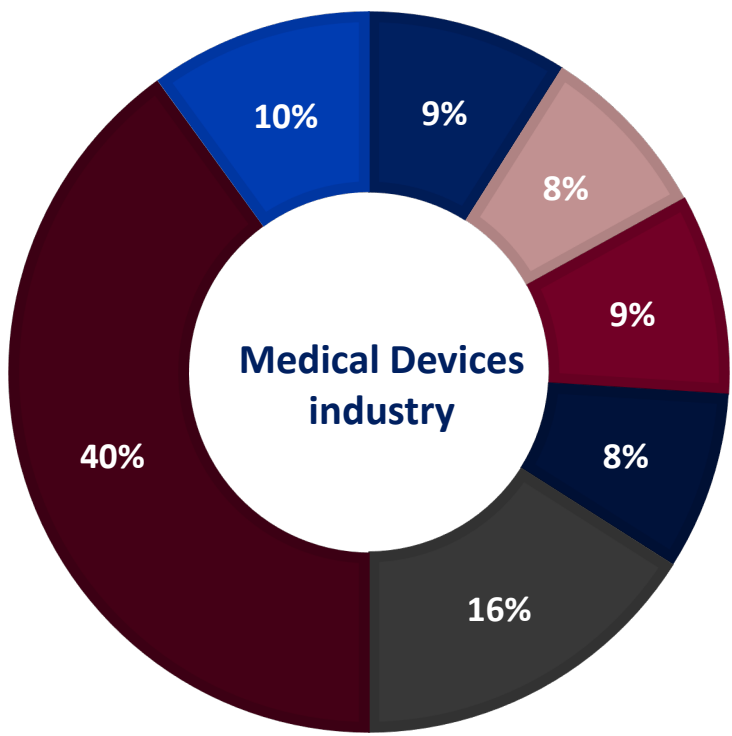


Investment Potential by 2025
USD 9.3 billion

Source: Medical Technology Association of India

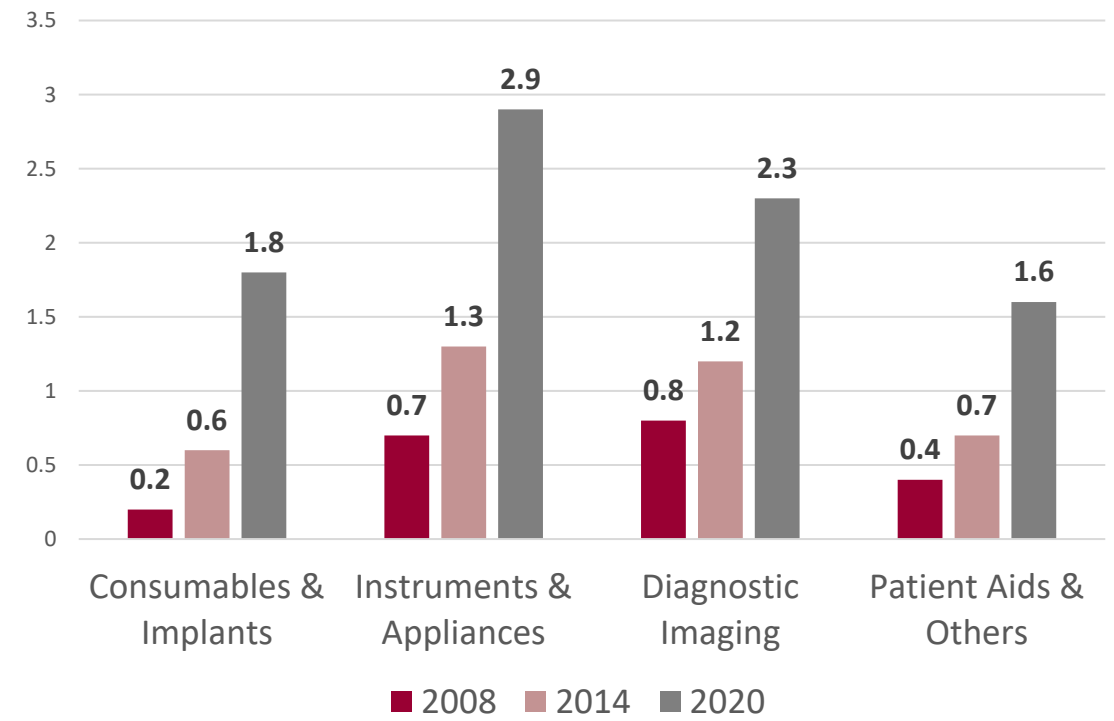
INDIAN MEDICAL DEVICES INDUSTRY: SEGMENTS' SHARE & GROWTH

Segments



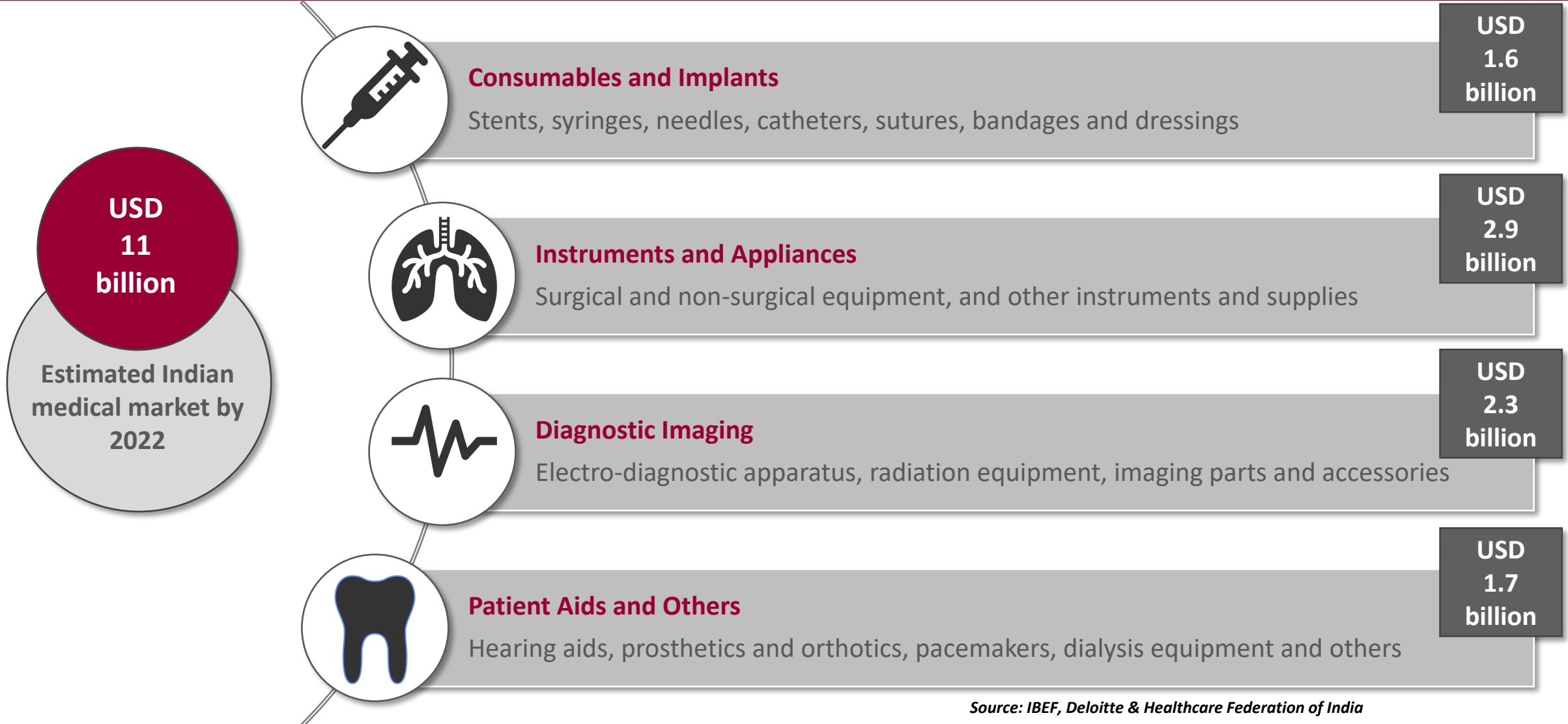
- Stents
- Implants
- Patient Aid
- Orthopaedic prosthetics
- Consumables and disposables
- Diagnostic imaging
- Equipment and instruments

Growth (USD billion)

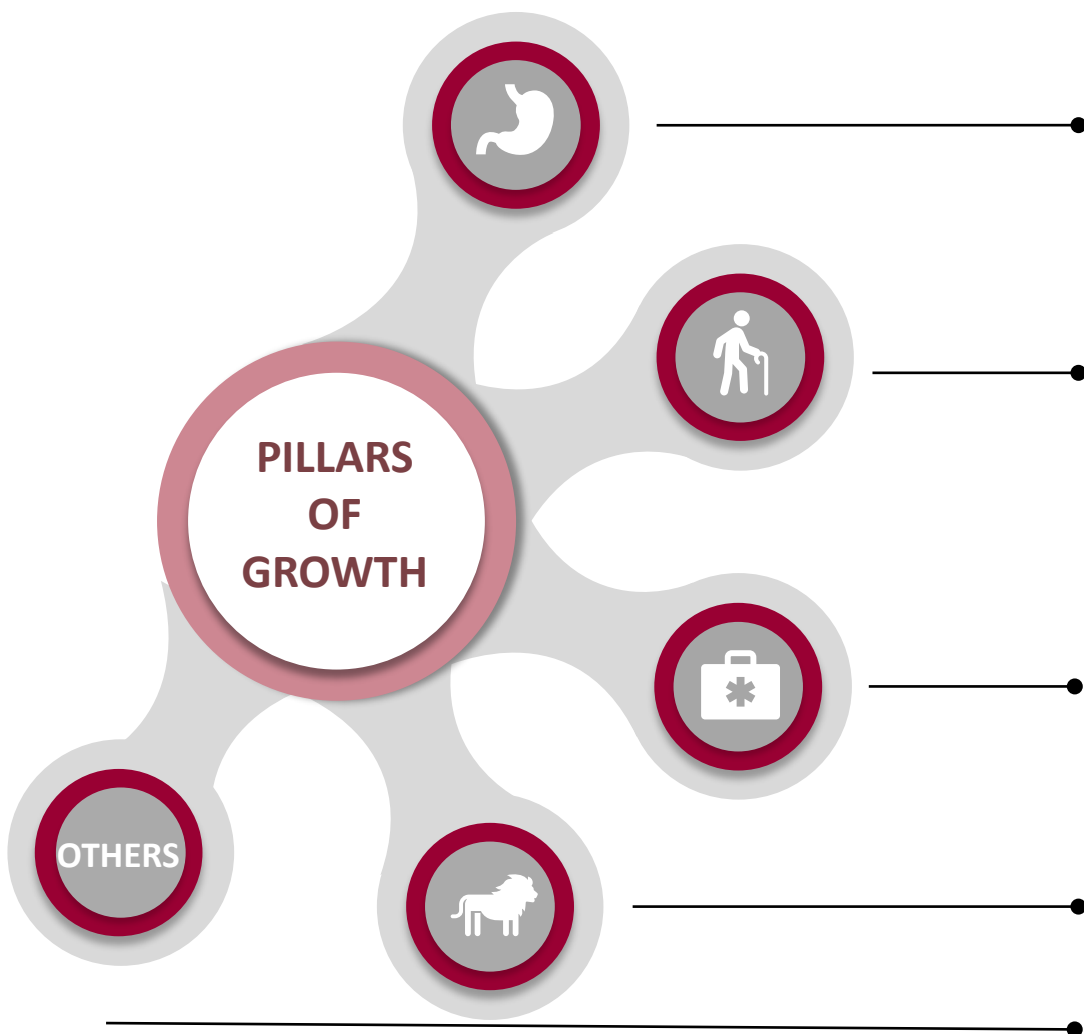


India is the 4th largest MedTech market in Asia

INDIAN MEDICAL DEVICES INDUSTRY: SEGMENTS' OVERVIEW 2020^e



INDIAN MEDICAL DEVICES INDUSTRY: *GROWTH DRIVERS*



Growth in non-communicable and chronic diseases

- Non-communicable diseases—46 million diabetes patients, 62 million heart disease patients and 23 million patients of chronic obstructive pulmonary disease - are expected to comprise more than 75% of India's disease burden by 2025.

Ageing population

- India's old population is expected to reach 200 million by 2025 and 300 million by 2050.

Increasing health insurance coverage

- Health insurance coverage is expected to reach 655 million by 2020.
- Household expenditure on healthcare is expected to increase by 13% by 2025.

Focus of Make in India

- Medical device is one of the 25 focused sectors identified by the Indian government as a part of the Make in India initiative.

Others include Medical Tourism, rising income & awareness

INDIAN MEDICAL DEVICES INDUSTRY: MANUFACTURING CLUSTERS

Gujarat

Pharmaceuticals

3M, Bayer AG, Meril Life Sciences,
Envison Scientific, Invent Bio Med,
Sahjanand Medical Technologies

Maharashtra

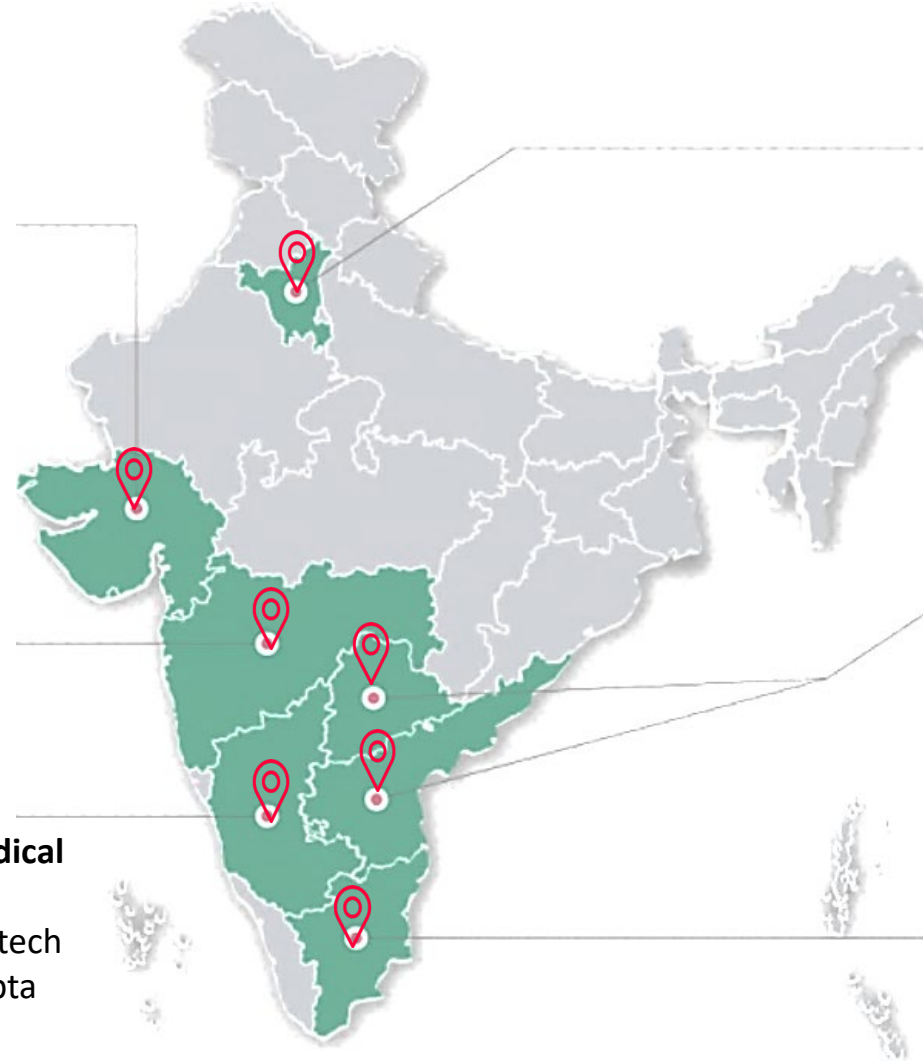
Pharmaceuticals

Johnson and Johnsons, Phillips
Healthcare, Siemens, Triviron
Healthcare, Danaher Corp., Remi
Laboratories

Karnataka

Insulin Pens, Stents & Implants, Medical Electronics

GE Healthcare, Biocon, Medived, Bigtech
Labs, Prognosys Medical, Skanray, Opta
Circuits



Haryana

Low-End Medical Consumables

Boston Scientific Corporation,
Beckton Dickinson India

Andhra Pradesh, Telangana

Medical Electronics

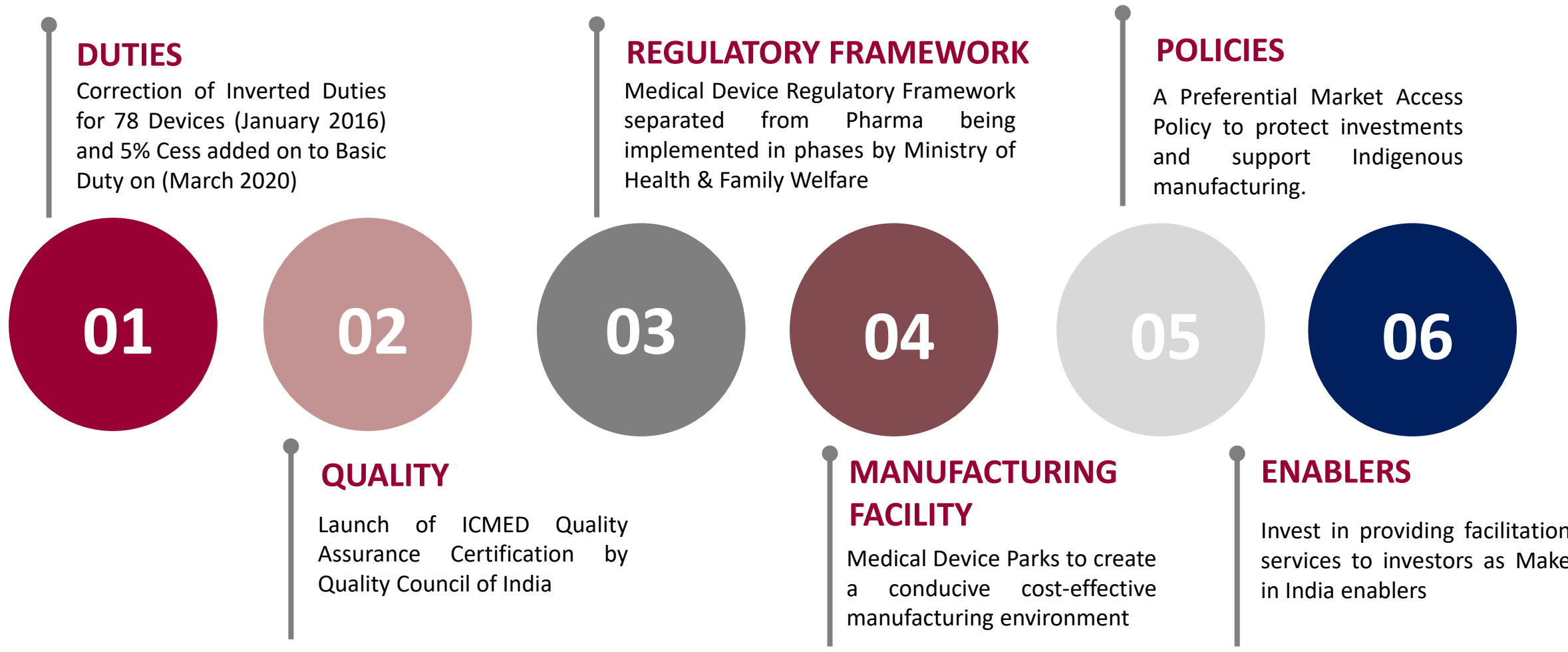
St. JuMedtronic, des Medical,
Relisys Medical Devices, B Braun

Tamil Nadu

Medical Electronics

Triviron Healthcare, Opto Circuits,
Perfint Healthcare, Phoenix Medical
Systems, Cura Healthcare, Schiller, Roche

INDIAN MEDICAL DEVICES INDUSTRY: CHANGING ENVIRONMENT



INDIAN MEDICAL DEVICES INDUSTRY: *OPPORTUNITIES*

- X-Ray equipment
- MRI imaging
- Medical scanning equipment, diagnostic kits
- Reagents
- Ultrasound
- Dentistry equipment
- Operation theatre equipment
- Equipment for physiotherapy and pathology
- Products for orthopaedic treatment
- Equipment for eye surgery
- Equipment for ENT treatment and surgery
- Equipment for neurology treatment and surgery
- Equipment for oncology treatment and surgery
- Products for the treatment of burns and post-injury skin treatment
- Hospital furniture (bedding, operation table, stretchers, storage cupboards)
- Anaesthetic equipment and products
- Ambulance with emergency medical attention facilities
- Equipment for dialysis, etc.
- Machinery for the manufacture of medicines and drugs
- Hand- held diagnostic equipment, e.g. like blood sugar testing/blood pressure testing, etc.



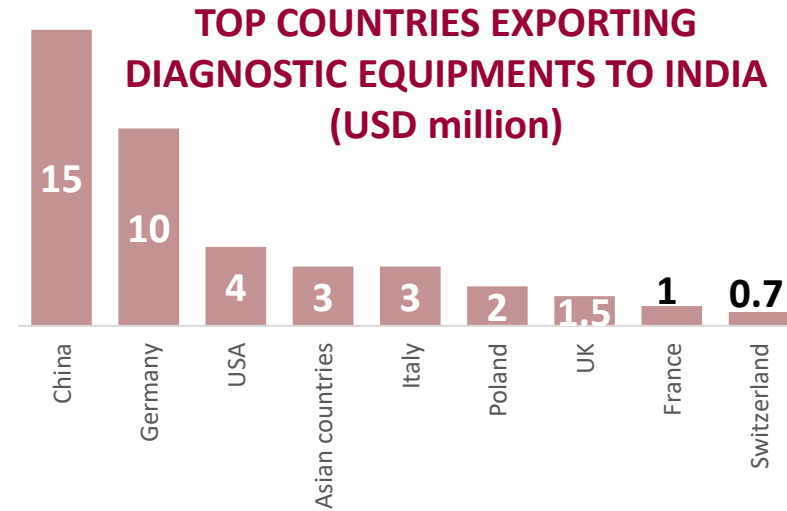
INDIAN MEDICAL DEVICES INDUSTRY: *DIGNOSTIC* MARKET OVERVIEW

Size

Valued at **USD 10 billion** in 2019

Growing at a **CAGR of 16%**

The medical diagnostics industry accounts for **5%** of the total health system cost but influences **95%** of the remaining cost

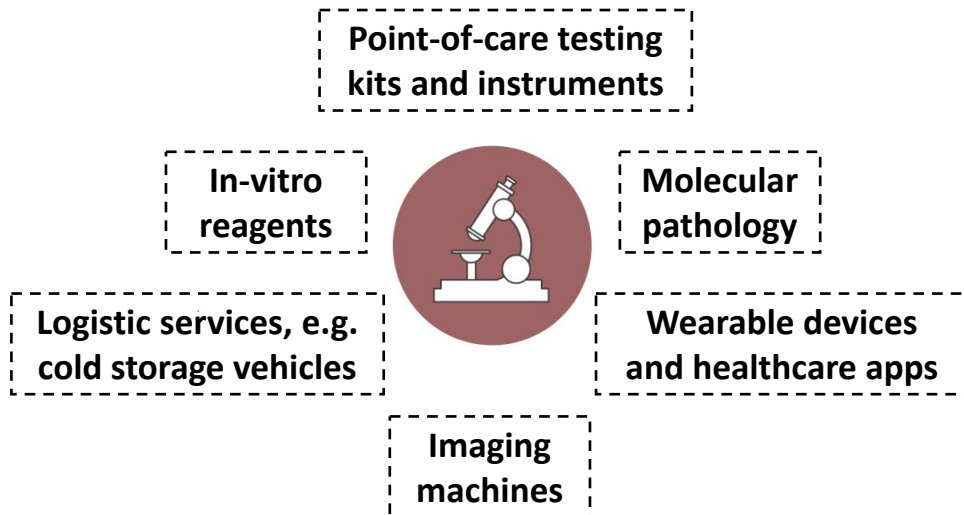


Pathology accounts for **58%** of the private sector diagnostic market

Radiology accounts for **42%** of the private sector diagnostic market

Organised diagnostic sector contributes to **35%** of the market share

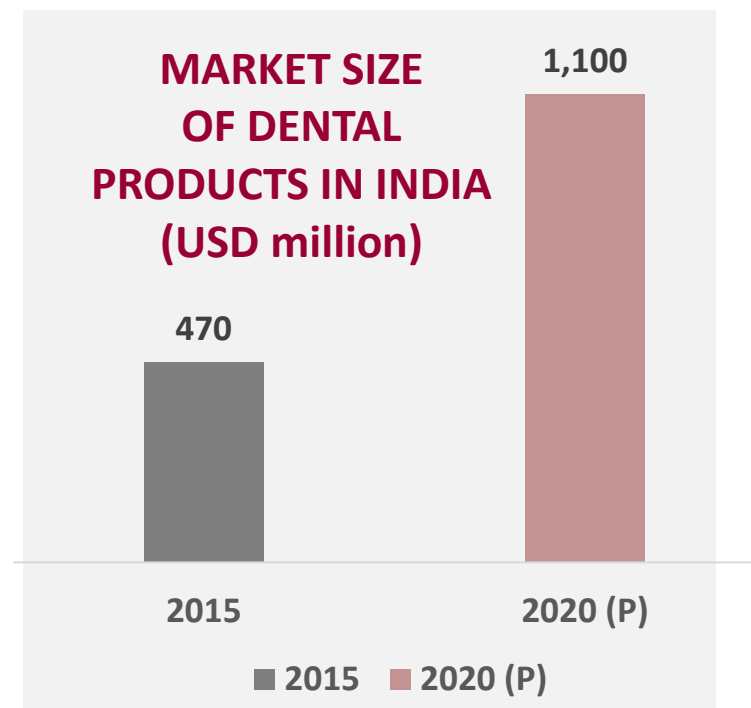
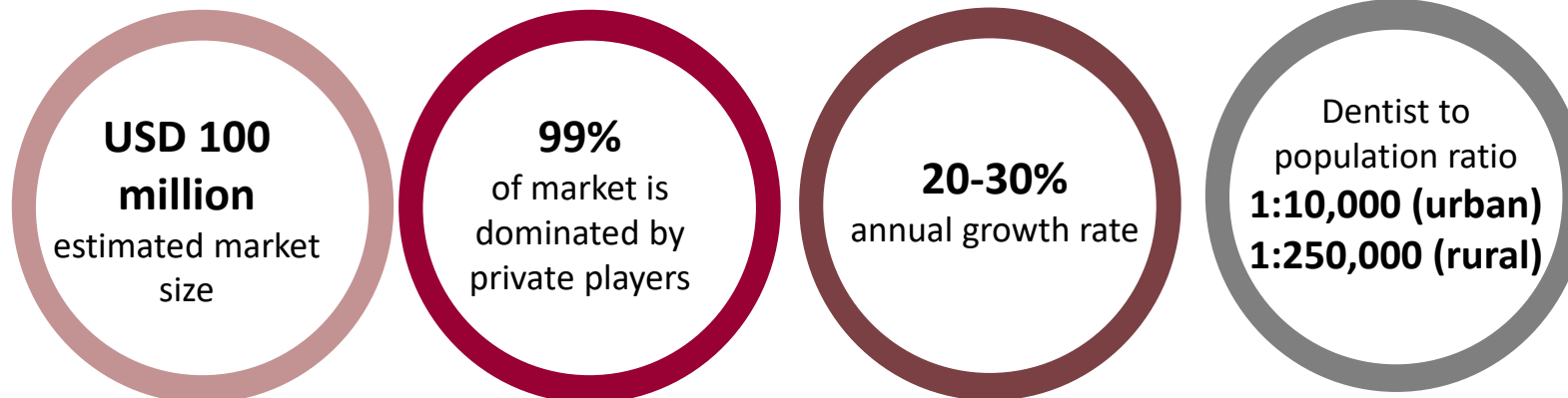
Opportunities



IMPORT TRENDS

- Import of medical devices in India grew by 24% year-on-year.
- Growth in imports is led by diagnostic items, MRI scanners, CT scanners, ultrasound machines and ECG apparatus.
- 30% of imports are from USA

INDIAN MEDICAL DEVICES INDUSTRY: DENTAL MARKET OVERVIEW



IMPORT DEPENDENT MARKET

- **60% of dental products** are imported
- **Key countries exporting to India:**
 - ❖ **High end products: EU and USA**
 - ❖ **Low cost alternatives: China and Korea**

MARKET TREND

Many multi-national players have seized the opportunities emerging in the Indian dental care industry. Players such as Apollo Group, Wockhardt and Fortis are gradually setting up dental clinics across the country

KEY SEGMENTS

- ❖ Amalgams and alloys
- ❖ Prosthetic and aesthetic
- ❖ Orthodontic supplies
- ❖ Infection control products
- ❖ Endodontic supplies
- ❖ Dental implants

Source: Media releases and T&A Analysis

GROWTH DRIVERS

- ❖ Increase in insurance coverage
- ❖ Boost in medical tourism
- ❖ Rising health awareness
- ❖ Increasing ageing population
- ❖ Change in lifestyles
- ❖ Increasing per-capita income

INDIAN MEDICAL DEVICES INDUSTRY: *DISRUPTIVE TECHNOLOGIES*



Remote monitoring solutions



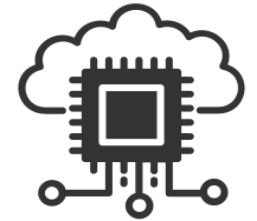
Patient-facing mobile apps



3D printing



Home use connected devices



Digital platform integration



Ancillary services



Less invasive diagnostics



Smaller implants



Artificial intelligence



Surgical Robotics

INDIAN MEDICAL DEVICES INDUSTRY: *IoMT IN PUBLIC SECTOR*

Intensified Mission Indradhanush

Program using innovative mobile phone technology for community health operation to identify specific areas where children are partially immunized or unimmunized

e-Hospital@NIC

Hospital Management System - a workflow-based ICT solution specifically meant for government hospitals

e-Rakt Kosh

A web-based initiative to connect, digitize and streamline the workflow of blood banks across the nation

SUGAM

Online submission of clinical trial data, monitoring approved trials for patient safety, and maintaining a comprehensive central database thus speeding approval decisions

e-VIN

An electronic vaccine intelligence network digitizes vaccine stocks and monitors the temperature of the cold chain through a smartphone application

e-Aushadhi

A web-based robust drug procurement system providing the real-time status of the availability of medical products

ANMOL

Mobile application that records RCH data from all states and union territories in a central repository to track and facilitate delivery of antenatal and postnatal care services

Ayushman Bharat Yojna

World's largest government-funded health insurance scheme designed to be digital, cashless, and paperless using IT platforms and data analytics

National Telemedicine Network

Provides telemedicine services to remote areas by upgrading existing Government healthcare facilities

INDIAN MEDICAL DEVICES INDUSTRY: *IoMT IN PRIVATE SECTOR*

Microsoft Intelligent Network for Eyecare

Uses machine learning predictive models for vision impairment and eye disease and helps eliminate avoidable blindness

Bagmo

Blood bank information system for the blood supply chain

e-ICU

A service that uses visual intelligence reducing interhospital transfers and the associated risks

Niramai

A cost-effective, non-invasive, radiation-free breast cancer screening tool using machine-learning algorithms, big data analytics, and thermal image processing for early and accurate detection of breast cancer



e-LAJ

SMART clinics using multi-parameter monitoring devices facilitating multiple diagnostic tests and creating EHRs accessible remotely through real-time dashboards

IBM Watson for Oncology

Aids physicians in making personalized clinical decisions

Inito

Phone-based homecare device to help users monitor their health metrics, suggest proactive lifestyle changes

Thank You